

Message Text

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PAGE 01 STATE 052228
ORIGIN NODS-00

INFO OCT-01 ISO-00 /001 R

DRAFTED BY EA/J:HCOCHRAN/NPLATT:BCL
APPROVED BY S/S:FWISNER

-----070135 010256Z /62

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FM SECSTATE WASHDC
TO AMEMBASSY TOKYO PRIORITY

C O N F I D E N T I A L STATE 052228

NODIS
FOR AMBASSADOR MANSFIELD FROM HOLBROOKE

E.O. 11652:GDS

TAGS: EGEN, ETRD, JA, US

SUBJECT:MEASURING JAPANESE PERFORMANCE-II

REFS: TOKYO 3178

1. WE HAVE READ YOUR MESSAGE WITH INTEREST. YOU
KNOW FROM YOUR VISIT HERE THAT WE RECOGNIZE THE NEED FOR
CONFIDENCE-BUILDING OFFICIAL ATTITUDES ON THE PROSPECTS
FOR EXPANDING JAPAN'S ECONOMIC GROWTH AND REDUCING ITS
CURRENT ACCOUNT SURPLUS.CONSEQUENTLY, WE HAVE MADE EVERY
EFFORT TO BE UPBEAT AND SUPPORTIVE IN OUR PUBLIC STATEMENTS
AND AVOID GETTING CAUGHT IN THE CONTROVERSY OVER WHETHER
THE STATEMENTS ON GROWTH AND CURRENT ACCOUNT IN THE STRAUSS-
USHIBA AGREEMENT ARE PROMISES OR TARGETS.

2. PRIVATELY, IT SEEMS ONLY REALISTIC TO ASSESS THE MOST
LIKELY PROBABLE DEVELOPMENTS IN THE JAPANESE ECONOMY AND
TO RECOGNIZE THAT IT IS, LIKE OURS, BESET BY A NUMBER OF
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DIFFICULTIES. ECONOMISTS MAY BE DISMAL, BUT POLITICIANS
MUST BE PRACTICAL. OUR STUDIES ARE FOR OUR USE ONLY IN
SELECTIVE CONFIDENTIAL DISCUSSIONS WITH GOJ OFFICIALS. BY
MAKING A SHARP DISTINCTION BETWEEN PRIVATE ASSESSMENTS AND
PUBLIC STATEMENTS, WE HOPE TO STAY OUT OF THE PSYCHOLOGICAL
BOX ABOUT WHICH YOU WORRY WITH SUCH JUSTIFICATION.

B. IT IS IN THE SAME PRACTICAL AND, I TRUST, COOPERATIVE
VEIN THAT WE HAVE APPROACHED THE IKEDA IMPORT PROMOTION
MISSION. FRANK WEIL HAS MADE A TREMENDOUS EFFORT, IN THE
FACE OF SOME CYNICISM BY THE AMERICAN BUSINESS COMMUNITY,
TO ASSURE THAT THE MISSION IS WELL MET. IKBDA HAS IN
TURN SENT SIGNALS THAT THE GROUP PLANS TO CONDUCT REAL
BUSINESS DISCUSSIONS RATHER THAN A PUBLIC RELATIONS
CAMPAIGN. AMERICAN FIRMS ARE PREPARED TO SELL. OUR AIM
IS TO ASSURE THAT THE MISSION WILL START NEW RELATION-
SHIPS AND PRODUCE CONCRETE RESULTS, AND IN THE PROCESS
CONVINCE ALL THOSE WATCHING THAT IMPLEMENTATION ON THE
STRAUSS-USHIBA AGREEMENT IS OFF TO A STRONG START.

4. PLEASE CONTINUE TO KEEP US UP TO DATE ON YOUR PERSONAL
THOUGHTS, AS WE FIND THEM OF GREAT VALUE. VANCE

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DRAFTED BY:S/S-O:TMARTIN

APPROVED BY:S/S-O:TMARTIN

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TO TREASURY PRIORITY

C O N F I D E N T I A L STATE 052228

NODIS

FOL STATE 052228 SENT ACTION TOKYO MAR 1, 1978 REPEATED TO
YOU QUOTE

C O N F I D E N T I A L STATE 052228

NODIS

FOR AMBASSADOR MANSFIELD FROM HOLBROOKE

E.O. 11652:GDS

TAGS: EGEN, ETRD, JA, US

SUBJECT: MEASURING JAPANESE PERFORMANCE-II

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4. PLEASE CONTINUE TO KEEP US UP TO DATE ON YOUR PERSONAL THOUGHTS, AS WE FIND THEM OF GREAT VALUE. VANCE UNQUOTE

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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